

THE RETAIL MEN

The other day I meandered into a drug store and ordered certain chemicals which I happened to know actually cost 11 cents. The druggist charged me 35 cents. I inquired if he hadn't added too much profit. I told him just what the item cost. "My dear sir," he answered, "in this corner drug store we do not pay any attention to the cost of the chemicals in the drugs—that is the smallest part of our expense. We are selling you the high rental of a drug store on a convenient corner, electric light, furnace heat, free telephone service, stamps sold at cost, a meeting place for the neighborhood, a place where you can stand on a cold day and wait for your car, free seats, free newspapers. Not only that, but we are prepared to tell you what is good for dyspepsia, toothache, indigestion, lumbago; in fact, we prescribe, free of charge, for most human ills. It is for this class of service that we charge—the drugs are simply incidentals." Well, brother, don't you think this druggist was about right? At the same time, it is just like you and me to accept all these conveniences and accommodations, and then kick if a fly happens to light in our soda water.

Did it ever occur to you, when you happened to want anything and needed it in a hurry, what it costs to have this particular item all ready for your use at a store just around the corner?

I remember a case where a city took issue with an electric lighting plant on account of their charges for their service. The electric lighting plant showed, in cold figures, what it cost them to be prepared at all times to serve that city with electric light. When the sun was shining brightly and the days were long, that city did not want much electric juice. If, however, a storm suddenly blew up and darkness came upon the city, then everybody expected to turn on his electric light. When the storm was over and the sun came out again he turned off the juice. "Now," said this lighting plant, "we have to have in reserve all the time enough power to take care of these sudden and unexpected demands; we have to be ready to serve every minute of the day and night. This readiness so serve costs money, and we can only get our money back by charging it in the price of the juice."

In my fashion, I am in this article making a plea for the retail merchant. He must be ready to serve you with anything you want in his line on a moment's notice. Isn't it really wonderful that you can walk into a retail hardware store, call for almost any item in hardware, and always find it on hand? For instance, if you want a pocket knife of a peculiar style, there it is—it has just been waiting for you to call for it. Then the merchant takes it out of the case and waits while you lean with your elbow on the glass counter and paw it all over. You smear your greasy hands all over its beautifully polished blades; you blow your breath on the blade to see whether the steel is good or not. Probably you inspect fifteen or twenty knives before you finally decide to invest 50 cents. In the meanwhile the merchant patiently shows you his stock, and tells you the entire history of the manufacture of cutlery from the time of Pharaoh down to the present date.

Maybe after consuming thirty minutes of the merchant's time you smile sweetly and tell him that you will think it over and drop in again tomorrow. Maybe before leaving his store you go to the telephone and have a chat with your best girl, and also borrow a stamp to mail a letter. Or, perhaps, you ask him if he won't loan you a pipe wrench for awhile. Then if you are real smart the proper thing is to go home, send an order to a mail order house for a pocket knife, cash in advance, and take your chances on whether the steel is good or not, when the knife arrives.

Then let us reflect, that after all

of the hard work he does, after all the chances he takes, after all the impositions to which he patiently submits, after all the bad accounts he accumulates on his books, after all the knowledge of the business that is necessary to follow up fashions and fads and have the goods on hand when the consumer calls for them, after all the abuse he receives as a middleman from the magazine and daily press, it stands out as a fact in the commercial reports, that ninety-five out of every one hundred retail merchants make a failure in business. This is a horrible record, but there it is. One reason retail merchants fail is that they do not realize what all these incidentals cost in doing business. They do not add all these outside things to the cost of their goods. They are not like the druggist man referred to. They think that all they are selling is hardware. They do not realize that they are selling hardware plus service, and that one costs just as much as the other. —The Gimlet.

WASHINGTON POLICE DEFENDED

I am anxious to know, in the in the first place, what the Yankee hikers who exploited their foolishness in Washington recently expect to gain by the investigation now on in regard to their treatment during their above mentioned exhibition? If the captain of police is reprimanded or even removed, what will have been gained? Why has the effort been made to place any insults they may have received on the men of the South, men who number among the truest manhood and bravest souls that ever graced the records of this or any other country? I have lived for more than 30 years among the people of the South and have yet to receive my first insult from any man of the country which gave birth to such men as Washington and Lee. Was this hike got up for the purpose of creating a disturbance just at the time when the capital city would be full of visitors, and then putting the blame on the men from a section which would naturally be rejoiced to see a Southerner in the White House and whose women as a whole have steadily rejected the advances of suffragism?

And then, again, can't the suffragettes, with their boasted poise of mind and adaptability to govern calmly and in an unprejudiced manner, stand for a little fun, a little rough joking from the "riffraff," without appealing to the laws made by mere man to protect them? Mere man, who, they persist, is so bent on keeping them down-trodden slaves, but who have to be called on to wreak vengeance on the daring mob which hurled such epithets as "old hen" at that brave (?) band of women marchers?

For my part I am inclined to think there is a great deal of slush in the whole charge. The women got mad, as women always did and always will do, because they were laughed at, and, being Yankees, they thought the best thing to do was to accuse Baltimore and the South of insulting them.

Well, I only hope the Washington police may be cleared, for, though no one believes more truly than I and all my race in true deference by man to true womanhood, I cannot see why a much harassed captain of police should be made to suffer when a few men called out some ridiculous but otherwise harmless epithets at a set of cranks who held themselves up for public inspection and criticism, though it seems they couldn't stand the latter.—A Woman of Virginia, in Baltimore Sun.

Miss Maggie Greaver, of Letcher, Va., and Miss Mary Beard, of Hillsboro, have returned to their homes after a three weeks' visit to the home of M. D. McLaughlin near Savannah. Miss Mary was down from Pocahontas to be with her friend and room-mate at the L. F. I., Miss Hattie McLaughlin, whose death is mentioned in another place. Porter McLaughlin, after a short stay at home, has gone back to Dunsmore Business College.—Greenbrier Independent

"HOPEMONT" NAME OF R. R. STATION AT TUBERCULOSIS SANITARIUM

State Board of Control Selects Name Suggested By Mrs. Luther S. Montgomery, of Montgomery, W. Va., From Among Many Submitted—Name Quite Appropriate, and No Other Like It in United States.

Sanitarium Is Now Open to the People of West Virginia—Number of Patients Already Being Treated, and Institution Can Accommodate Sixty in All—Board Makes Rules and Regulations for Admission of Patients.

(By Authority West Virginia State Board of Control.)

"Hopemont" is to be the name of the railroad station at the West Virginia State Tuberculosis Sanitarium, located on the Baltimore & Ohio railroad, two miles east of Terra Alta, in Preston County. This name has been officially decided upon by the State Board of Control at Charleston, and the railroad company has been notified of the Board's decision. Within a short time the B. & O. will erect a station building there, and in course of time Hopemont will come to be as well known to the traveling public, and especially to the West Virginia public, as any West Virginia town on the main stem of that railroad.

The name of the station, Hopemont, should not, however, be confused with the post-office that will continue to supply mail to the new sanitarium. The post-office is Terra Alta, West Virginia. Delivery of the mails is made from Terra Alta by free rural delivery. All mail addressed to the sanitarium should be addressed "Terra Alta, West Virginia," and in the lower left-hand corner of envelope or card, "Hopemont."

The name Hopemont was selected by the Board of Control from a list of names submitted by Mrs. Luther S. Montgomery, wife of Postmaster Montgomery, of Montgomery, Fayette County, West Virginia. Hopemont possesses the distinguished singularity of being the name of no other railroad station or post-office in the United States, so far as Mrs. Montgomery could ascertain. Following the request of the Board of Control that names suitable to a railroad station at the sanitarium be submitted to the Board, quite a number of responses were received, the name submitted by Mrs. Montgomery finally being decided upon as the most appropriate.

Hopemont, the station at which the State Tuberculosis Sanitarium is located, is distant from principal cities of the State as follows: From Harpers Ferry, 160 miles; from Martinsburg, 142 miles; from Keyser, 38 miles; from Wheeling, 140 miles; from Huntington, 261 miles; from Parkersburg, 140 miles; from Grafton, 40 miles. (All these points are on the B. & O. railroad.) From Charleston the distance to Hopemont is 261 miles, via Kanawha & Michigan to Pt. Pleasant, thence over the B. & O. to destination; or over the Coal & Coke to Orlando, thence to destination over B. & O. From Welch the distance to Hopemont is 414 miles, via Norfolk & Western Railway to Kenova, thence over the B. & O. to destination; from Bluefield, 450 miles, via Norfolk & Western Railway to Kenova, thence over the B. & O. to destination. Any information desired, of distances, route that should be traveled, etc., may be obtained by writing the superintendent of the sanitarium.

Sanitarium Now Open to Public.

The West Virginia State Tuberculosis Sanitarium is now open to the West Virginia public. Opening of the buildings was had in January, and already a number of patients are being treated, and with very encouraging results. The present buildings will accommodate sixty patients. There are now about fifteen being treated. Numerous applications are being received, and it is thought that, with the coming of warm weather, the sanitarium will be taxed to its utmost. While it was desired that the institution be built on a larger scale, the first appropriation was so scant that sixty patients was the most it could be made to accommodate this first year. The buildings, however, have been erected in such manner that they may be added to, and it is pleasing to note that appropriations for this institution for the coming two years and nine months have been quite liberal, and should necessarily require, the buildings may be enlarged, and numerous additional cottages erected.

An Erroneous Impression.

An erroneous impression that has been prevalent throughout the State is that patients are taken in this institution free of charge. This is not the case. But the rates have been fixed by the Board of Control at so low a figure that charity patients may be treated there at much less cost than charitable organizations or counties or municipalities could possibly care for them at home.

The following rules and regulations fixed by the Board of Control give definite information relative thereto:

- Rule I—Patients will be divided into three classes as relates to payment for treatment, as follows:—
- (a) Persons suffering with tuberculosis, unable to pay the expenses of their care and treatment, may be admitted on application of the authorities of any municipal corporation, a county or charitable organization, whose expenses shall be paid by such county, municipality or organization at the rate of \$3.00 per week, payable monthly, in advance.
 - (b) Persons suffering with tuberculosis and who are unable to pay the sum of \$6.00 per week, but who are able to pay a part of the expenses of their care and treatment, may in the discretion of the Superintendent be admitted upon the payment of \$3.00 per week, payable monthly, in advance. If upon investigation it should appear that such persons are able to pay the sum of \$6.00 per week, the same will be collected by the Superintendent upon order of the State Board of Control.
 - (c) Those who are able to pay, and shall pay, their expenses at the rate of \$6.00 per week, payable monthly in advance.

Rule II—The institution is in no sense a home for consumptives. The period of stay is limited to six (6) months, unless for unusual reasons it is deemed advisable for patients to remain longer.

Rule III—Only bona fide residents of West Virginia will be received as patients. From the above scale of prices it will be seen that Anti-Tuberculosis Leagues, for instance, can have patients treated at the State Sanitarium cheaper, and to far better advantage, than they can be treated by the Leagues locally. The State does not desire to make an earning with this sanitarium; it can not hope to make its current expenses at the prices charged; but it does hope to, and must, have it sustained, at least in part, by the patients who are committed to its care.

It should be remembered that this sanitarium is not a hospital. The hospital building has not yet been erected. All parties should refrain, therefore, from sending bedfast patients to the sanitarium, as they can not be properly cared for. No patients should be sent to this sanitarium without application being first made to the Superintendent. Indeed, this is an essential that all must observe before patients can be admitted.

Grounds and Buildings.

The grounds surrounding the State Tuberculosis Sanitarium at Hopemont comprise 595 acres. The tract is located on the loftiest mountain of the Cheat Range in the Alleghenies. The altitude is from 2,500 feet at the lowest point to 3,000 feet above sea level at the highest point. Beautifully sloping hills, fine meadows and rich meadow lands go to make up a premise that is matchless for the purpose to which it has been dedicated. Two never-failing streams of pure mountain water flow through the farm. The water supply for the sanitarium is piped from crystal springs higher in the hills, through two large lines of galvanized pipe, affording an abundant supply of the very best water obtainable anywhere in West Virginia or in any of our neighboring States. Some fine Jersey cows are kept on the farm, and the vegetables used at the sanitarium are grown in the nearby truck gardens. An experienced farmer, with efficient assistants, resides on the farm, and expects to be able to grow crops sufficient to supply the institution along many lines throughout the entire year. The location has been pronounced by experts as ideal for the treatment of tuberculosis, and one patient, who has visited similar institutions in Colorado and other States, writes to a friend in Charleston that she is delighted with the sanitarium at Hopemont and has derived great benefit already—greater, in fact, than she derived after long stays at other sanitariums. The location is practically above the fog line; it is high and dry; in summer the climate is salubrious; in winter, cold, but dry. The town of Terra Alta, two miles to the west, and indeed that whole section of Preston County, has long been visited by pulmonary patients, and decided relief has been experienced.

The State Board of Control, after purchasing the tract of land described above, had only \$15,000 available for buildings and furnishings—but veritable wonders have been accomplished with that sum. The buildings of this State's sanitarium, now completed and being occupied, are as follows:

Receiving Building—Two stories, frontage of 163 feet; central part, 29 x 56 feet, and two one-story wings, each 67 x 23 feet. On first floor of central part, dining-room, offices, kitchen, pantry, cold storage room; second floor, living apartments for Superintendent and attendants. The two wings are identical, one a ward for females, the other for males, and the rooms are so arranged that they may be thrown open or kept closed, as weather requires. The capacity of this building is twenty patients, with Superintendent's and attendants' quarters.

Cottage No. 1—A one-story structure, 137 x 26 feet, with extension in rear of center, 128 x 25 feet. Wide open porch extends along entire front of building; rooms of patients open on this porch; in rear extension, bath rooms and lavatories. Capacity of this cottage, twenty patients.

Cottage No. 2—Identical in size and arrangement with Cottage No. 1. Capacity, twenty patients. These cottages are fitted with sash, which in ordinary weather will be kept up, so as to open the front to the entire height of the room, but which in very severe weather may be lowered for protection. One of these cottages will be used for male and one for female patients.

There are a number of buildings yet needed, and which the Board of Control hopes to be able to supply shortly, and it is almost sure that additional cottages will be demanded when the existence of this institution becomes more generally known.

This is a great work the State is attempting, but it is a work that the people of the State generally will approve of, and in course of time the State Tuberculosis Sanitarium at Hopemont is destined to become one of the best known of our several humane institutions. When West Virginia decided to build a sanitarium for the treatment of the white plague, she took a decided step in the right direction, a step that carried her forward to the front rank of States that are spending much money for humane purposes.

In conclusion, it might be noted that any person desiring further information relative to the institution can obtain same by addressing a letter of inquiry to Superintendent, State Tuberculosis Sanitarium, Terra Alta, Preston County, West Virginia, and same will be accorded immediate response. Also, when the sanitarium was first opened, application blanks were sent to every registered physician in West Virginia, and information may be obtained from them, too, together with the blanks, and time may thus be saved in making application. It is the desire of the State Board of Control that the new institution shall accommodate the full quota of patients, to capacity.

ANTI-SALOON RECOLLECTIONS No 2.

In a former paper the execution of Jim Gooch, a colored murderer, was referred to as an event that did something to arouse agitation at Lexington, Va., for legal restraint of the sale of ardent spirits.

Previously to that time while Temperance Reform had been zealously agitated for years, it was considered as a matter of moral suasion merely. Philanthropic and patriotic citizens, voluntary temperance associations; Sons of Temperance, Knights of Temperance, Traveling Temperance Lecturers, and others too numerous to remember or mention aroused great interest in Temperance Reform. All that the civil law did in their favor was to regard drunkenness no excuse, or extenuation for actions against the peace and dignity of the commonwealth, committed while drunk. Under the influence of moral suasion hundreds of drunkards professed reform. When it became apparent, however, that 90 per cent of these reformed inebriates relapsed and their last state was worse than their first, the impression became more and more to be entertained that the aid of the civil law must be worked in regulating the manufacture and sale of alcoholic drinks.

As to the two musicians who furnished the music for the two executions, the following particulars are interesting:

Reuben Howard, a free negro, was drummer, Mike Lyle was fifer, who belonged to John B. Lyle, the widely known and much esteemed Lexington book-seller. They wore the uniform of British Grenadiers. While Maj. John Alexander was Brigade Inspector in the early twenties he would bring Reuben and Mike with him. These colored men in their British Grenadier habiliments, were the sensation of the regimental musters at Huntersville, beating the same drum, playing the same fife and wearing the same grenadier uniforms, they were to play, beat and wear at Lexington in the early fifties, thirty years afterwards. These colored men were the sensation of the Huntersville crowded street and cross street, before the parents of one of their most interested spectators to be at Lexington in the early fifties, were acquainted and married.

Sam Harvey, Jim Gooch's murdered victim, was the property of Col. Wm. T. Poague's father. To Col. Poague the writer is under obligations for information, without which he could not prepare this paper.

Col. Poague's fame goes down the ages associated with the campaigns that make the names of Lee and Jackson so renowned for all recorded time yet to be.

At decisive moments on various occasions Poague's Batteries proved to be the right thing in the right place. And what makes it all the more pleasant for all interested, special pains were recently taken by the Sons of Confederate Veterans to give him an ovation that but few have ever received

in time to realize how greatly their service to the Lost Cause is appreciated.

In the State of Michigan, the burning question of the hour is legal control of the manufacture and sale of ardent spirits. The conservative opposition explain their action on the ground that legal intervention violates personal liberty and reduces revenues.

Ex-Governor Haskell, of Oklahoma, is the author of an article on "The Boundaries of Personal Liberty" which is being widely circulated in Michigan at this time. This paper will be concluded by some extracts from Gov. Haskell's masterly article to this effect: "The liquorites in pleading for a right to carry on the liquor business say that 'the person is a free moral agent' and as such has privileges guaranteed by the constitution of our land. Yes I grant it, when the excuse of that privilege is not in conflict with the public welfare."

"As time has passed the people of our country have progressed and many can recollect when the things I here enumerate were not crimes upon our statute books. It was the right of the individual to deal with that for which the public good must not be abridged. Here are two men both sound in mind, twenty-one years of age, each of whom owns a fast horse and has \$100 in his pocket. Will you permit these men to go out and place two horses on the race track and one of the men place his hundred dollars against the money of the other as to the result of the race? Near all states in the Union deny that private morals are endangered thereby. And yet the loss of the hundred dollars to the owner is as naught compared with the results had he spent it for whiskey and found himself debilitated when the race was run.

"The law has gone to the extent of saying that an adult man may not join himself in matrimony, by the consent of all, to three adult women. That is called polygamy. Nobody but the one man and the three women are interested, and they are all satisfied; but the law says the citizenship of our country is interested and therefore it shall not be.

"In nearly every state in the United States, the law takes from the father and the mother the right to control the labor of children and provide a code of laws which shall regulate child labor.

"Do you people who are in doubt as to whether prohibition is an interference with private rights realize how extensively you have already invaded the private rights in the interest of the public welfare? And yet there is one great evil—the liquor traffic—which remains. In localities it is in subjection. But that is not enough; it must be conquered."

May the friends of prohibition, anti-saloon efforts ever be up and doing, still achieving and still pursuing, laboring and waiting will soon be merged in the grandest victory over selfish greed.

W. T. P.

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